



Harold R. Hall

Qualifications Summary

Senior financial leader passionate about helping entrepreneurs/investors maximize the growth, success, and ultimate value of startup ventures; demonstrated ability to build and manage effective finance, accounting, operations, and HR infrastructure under strict cost control constraints. Strong interest and experience in helping nonprofits develop accurate, actionable financial statements.

Professional History

Consulting (Telecom company)	Senior Accounting Consultant / Interim CFO	2008 – 2014
Consulting (nonprofit)	Senior Accounting Consultant	2012
Consulting (six startup companies)	Interim Chief Financial Officer	1998 – 2007
Consulting (nonprofit)	Interim Chief Financial Officer	2003
Hechinger Company	Executive VP and Chief Financial Officer	1989 – 1998
	Senior VP Finance	
	Senior VP (Home Quarters Warehouse)	
Mr. Goodbuys	Senior VP and Chief Financial Officer	1987 – 1989
Handy Dan Home Improvement Centers	Senior VP and Chief Financial Officer	1986 – 1987
	VP, Controller	1984 – 1986

Accomplishments

- As a consultant, performed all finance and accounting operations for six startups, including cash management, day-to-day accounting operations, budgeting and forecasting, tax planning, and HR.
- Used forensic accounting techniques to prove embezzlement in a technology company, leading to successful criminal prosecution.
- Saved one client amounts in excess of \$.7M during a single year, on an original operating expense budget of \$4.9M, by streamlining operations, reducing headcount, and eliminating dependency on an outside CPA firm.
- At a nonprofit, revised all financial reporting to better suit the informational needs of the organization. Provided analysis related to financial risks and opportunities inherent in their financial situation, and attended finance committee and directors meetings to present analysis.
- At a nonprofit, revised dedicated and restricted fund accounting methods and procedures to better track related activity, and revised reporting and restructured the organization's balance sheet in support of these changes.
- Restated the organization's financial statements for the prior 12 years.
- Provided governing bodies with recommendations to achieve best practices.
- As a consultant, created budgets and forecasts to support corporate acquisition events. Completed due diligence for acquisitions. Responsible for merger of the combined Hechinger / Home Quarters with Builders Square Stores.
- Revised budgets and forecasts prepared for a VC financing round to better reflect expected performance.
- At Mr. Goodbuy, improved the quality and quantity of internal and external accounting/reporting, in addition to establishing a management information statistical basis retail inventory accounting stock ledger that ran parallel to the cost basis stock ledger.
- At Handy Dan, evaluated, purchased, and installed a new general ledger accounting and fixed asset accounting / tracking systems (MSA) to expand financial reporting and analysis capabilities.

Education and Certifications

- Bachelor of Business Administration (Accounting), Western Michigan University